



Business Development Manager **Based in Keyworth, Nottingham or Edinburgh**

The British Geological Survey (BGS) is one of the world's leading and forward thinking geological science institutes with a focus on both public good science for government and geoscientific research to understand earth and environmental processes. A vacancy has arisen for a highly motivated and enthusiastic Business Development Manager to be based in Keyworth or Edinburgh.

You will play a key role in maintaining and augmenting the commercial income to BGS supporting one or more science directorates. You will report to the Head of Business Development and work closely with the relevant science teams. BGS is particularly interested in hearing from people with an interest in supporting BGS data and services. Your duties will include:

- Developing and implement a dynamic marketing strategy for the appropriate science areas
- Analysing trends and future markets relevant to BGS and identify areas where BGS current services could be expanded
- Undertaking market research activities to define future demand for current and new products and services and develop new business models for these.
- To support BGS scientists with bid applications ensuring marketing a corporate approach and that bids for external business are coordinated
Ensure relevancy of BGS products and services through analysis of consumer reactions and understanding of our competition
- To liaise closely with relevant Science Directors and Team Leaders in developing external income in line with directorate deliverables, understanding the market for these areas and promoting relevant services
- To maintain good relationships with clients and acquiring new clients in existing and new markets. To be proactive in visiting key clients, undertaking marketing presentations, negotiating contracts and developing new areas of business within allocated sector(s)
- To provide reports on marketing and UK business as required to the head of UKBD, and attend regular UKBD meetings
- To build links with organisations that provide platforms for networking to assist business development and to undertake presentations to external organisations to increase the profile of BGS and form useful business links.

Educated to degree level, you should have experience of working in a customer orientated environment together with a good understanding of commercial drivers in a scientific research organisation, including a track record of winning commercial income. Experience in marketing research and marketing scientific or technical services or products would be beneficial.

As an effective communicator, you should have the ability to present science or technology clearly to non-specialists. You should also have the ability to prioritise work and meet tight deadlines,



adapt to changing priorities and be able to work within a variety of teams – to be able to demonstrate and lead team.

Depending on qualifications and experience, starting salary for the role will be £28,200 per annum to £38,254 per annum. For a salary above £35,222 per annum you will need to meet the desirable criteria listed on topcareer.jobs. Working hours will be 37 per week excluding lunch breaks. A generous benefits package is also offered, including a company pension scheme, childcare voucher scheme, 30 days annual leave plus 10.5 days public and privilege holidays.

This is advertised as a full time post but we will consider applications from those who require more flexible arrangements.

Applications are handled by the RCUK Shared Services Centre; to apply please visit our job board at http://www.topcareer.jobs/Vacancy/irc243788_7845.aspx and submit your up-to-date C.V. and covering letter, which clearly outlines why you are applying for this post and how you meet the criteria described in this advertisement. Applicants who would like to receive this advert in an alternative format (e.g. large print, Braille, audio or hard copy), or who are unable to apply online should contact us by telephone on 01793 867003, Please quote reference number IRC243788

Closing date for receipt of application forms is 4 February 2018.

The Natural Environment Research Council is an equal opportunities employer and welcomes applications from all sections of the community. People with disabilities and those from ethnic minorities are currently under-represented and their applications are particularly welcome. The British Geological Survey is an *Investors in People* organization and has achieved Bronze status for Athena Swan – a scheme that recognizes excellence in women's employment in science, technology, engineering, maths and medicine (STEMM) in UK higher education. There is a guaranteed Interview Scheme for suitable candidates with disabilities.

